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Growing a SOLID Company

SOLID Surface Care, Inc. Names Scott K. Casey Divisional Vice President West

What you need to know:

- Scott K. Casey recently joined SOLID as Divisional Vice President West. Casey will lead the sales efforts for SOLID's western United States operations.
- Casey joins SOLID to play a crucial role in continuing the extensive growth SOLID is experiencing as a leader in self-performing surface care innovations.
- SOLID offers EPA-approved deep cleaning, disinfection, antiviral treatments, and complete surface care options, allowing businesses nationwide to reoccupy and re-open their buildings with effective infection control protocols in place for a clean, healthy, and safe facility.

Why SOLID chose Scott:

As the nation's premier solution provider in comprehensive surface care, SOLID keeps the country clean, healthy, and safe with its services. Their leadership team has recruited the best people to join the SOLID ranks, including exceptional sales leaders, to take SOLID to the next level of service excellence.

Scott Casey, who came to SOLID from industrial cleaning equipment company Kärcher North America, was a natural fit for the Divisional Vice President West position.

"Scott's North American leadership experience and his solid understanding of the surface care industry made him a natural choice to lead the SOLID West Region sales team," said Tom Haslach, Chief Development Officer of SOLID. "We are fortunate to be able to leverage his experience in developing forward-looking, sustainable strategies for driving top-line revenues as SOLID continues to fulfill the surface care and antiviral treatment needs of facilities across the United States."

We sat down with Scott to learn more about why he chose to join SOLID.

Why the career change at this point in your life?

I was looking for an opportunity to move back to the West Coast, and this position made it possible. I was excited from the very first Zoom interviews with the fantastic SOLID leadership team. I then had the opportunity to spend the day at the Charlotte headquarters, where the company culture made a positive impression.

As I reviewed my notes after that day, I had written: "people at the office are happy." They had a great deal of spirit. That's when I knew SOLID was the place for me.

Tell us about your background and how it led you to SOLID.

I joined Kärcher in 2017, where I led the national frontline sales team and managed Kärcher's most extensive customer relationships. Before Kärcher, I was an entrepreneur and built a multi-million-dollar brokerage, The Black Rock Group. Since I am entrepreneurial by nature, it made this role at SOLID very attractive to me.

What intrigued you about the possibility of working with SOLID?

I was familiar with SOLID because SOLID purchases and uses Kärcher products. While the companies have many similarities, Kärcher is a vast organization, and I found it very structured. The opportunity at SOLID intrigued me because of its many entrepreneurial aspects. They are very agile, and they encourage their employees to develop and explore new avenues to drive the business to the next level. I love a challenge; there's nothing more fun. I'm confident I will help the company grow by leaps and bounds during my tenure at SOLID.

SOLID's future is bright! Where do you see the company going over the next few years?

Post- pandemic, SOLID has substantial growth opportunities to keep all businesses clean, healthy and safe. My experience in developing forward-looking, sustainable strategies for driving top-line revenues will help SOLID fulfill the surface care and antiviral treatment needs of facilities across the United States.

I am honored to be a part of the team that will lead SOLID into the future.

About SOLID Surface Care, Inc.

[SOLID Surface Care, Inc.](#) is a national team of self-performing surface care experts who deliver the highest level of care for all hard and soft surfaces and a world-class client experience. We provide EPA-approved deep cleaning, disinfection, antimicrobial and antiviral treatments, and complete surface care options, allowing businesses nationwide to reoccupy and re-open their buildings with effective infection control protocols in place. SOLID protects your surfaces, keeps your spaces clean and healthy, and exceeds your expectations. From carpet to stone to metal and wood, we care for the most precious surfaces in the world - Yours.

Curious about what makes SOLID special? [Discover why here.](#)

Media Contact:

Jennifer Kis
864.238.1519
jkis@solidcare.com

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